

Message Text

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ACTION NEA-10

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FM AMEMBASSY ABU DHABI

TO USDOC WASHDC IMMEDIATE

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UNCLAS ABU DHABI 0406

E.O. 11652: NA

TAGS: BTIO, TC

SUBJ: PRODUCT OPPORTUNITY - ELECTRICAL SWITCHGEAR

REF: ABU DHABI 0035

1. AL QUEBEISI CONTRACTING COMPANY, A VERY ENERGETIC LOCAL FIRM RESPONSIBLE FOR RECENT LARGE SALE OF SOLAR GAS TURBINE TO UAE MINISTRY OF ELECTRICITY AND WATER NOW WANTS TO TENDER SUPPLY AND DELIVERY OF LARGE QUANTITY OF 11KV ELECTRICAL SWITCHGEAR TO ABU DHABI DEPT. OF WATER AND ELECTRICITY. (THIS GOVERNMENT TENDER INVITATION FOR SWITCHGEAR PREVIOUSLY REPORTED REFTEL. TENDER INCLUDES:

300 FOUR-PANEL, 11KV SWITCHBOARDS WITH FEEDER CONTROL PANELS AND 11KV/433V TRANSFORMER CONTROL PANELS.

22 24 ELEVEN-PANEL, 11KV SWITCHBOARDS WITH FEEDER CONTROL PANEL, 11KV/433V TRANSFORMER CONTROL PANELS, AND BUS SECTION PANELS.

8 TWENTY-TWO PANEL SWITCHBOARDS WITH 11KV/433 VOLT LOCAL TRANSFORMER CONTROL PANELS, AND 15 MVA 33/11.55KV INCOMER TRANSFORMER CONTROL PANELS.

1 TWENTY-NINE PANEL SWITCHBOARD WITH 20MVAR 11KV SHUNT REACTOR CONTROL, 11KV FEEDER CONTROL PANEL, AND 40MVA 132/11KV INCOMER TRANSFORMER CONTROL

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PANEL

AL QUEBEISI'S ESTIMATED VALUE OF SWITCHGEAR IS DOLLARS
FOUR MILLION.

2. AL QUEBEISI IS SEEKING AMERICAN SWITCHGEAR MANUFACTURER
WHO CAN ACT FAST TO HELP HIM BID FIRM'S EQUIPMENT BY
DEADLINE OF MARCH 3. AL QUEBEISI WILL PAY FARE AND
ACCOMODATIONS FOR SENIOR SALESMAN OF INTERESTED U.S.
SWITCHGEAR MANUFACTUER TO COME HERE AND HELP AL QUEBEISI
ESTIMATE TENDER. PAST EXPERIENCE INDICATES AL QUEBEISI
IS HIGHLY AGGRESSIVE, HAS THE CONTACTS NECESSARY TO WIN LARGE
GOVERNMENT CONTRACTS, AND WOULD BE EXCELLENT AGENT FOR
AN AMERICAN SWITCHGEAR MANUFACTURER.

3. ACTION REQUESTED: PLEASE TELEPHONE U.S. MANUFACTURERS
OF SWITHCHGEAR ABOUT THIS OPPORTUNITY AND TRY TO IDENTIFY
SINGLE, INTERESTED, QUALIFIED FIRM WHICH IS WILL ING TO
SEND MEN TO ABU DHABI IMMEDIATELY (AT AL QUEBEISI EXPENSE)
TO ASSIST AL QUEBEISI WITH BID. SEND NAME OF FIRM, NAME
OF PERSONT TO CTONTACT AT FIRM AND FIRM'S TELEX NUMBER TO
ABU DHABI COMMERCIAL OFFICER. MARK NIACI IMMEDIATE. CML
OFFICER WILL PUT AL QUEBEISI IN TOUCH WITH SWITCHGEAR
MANUFACTURER. DO NOT CONTACT POWELL ELECTRIC OF HOUSTON
TELAS AS AL QUEBEISI HAS ALREADY BEEN IN TOUCH WITH
THIS FIRM AND THEY APPARENTLY WORKING THROUGH ANOTHER
AGENT IN ABU DHABI. BE AWARE THAT OTHER U.S. SWITCHGEAR
MANUFACTURERS MAY ALSO ALREADY BE WORKING THROUGH OTHER
ABU DHABI AGENTS ON THIS TENDER WHICH IS NUMBER
WED-IT/PD/77-04/76.

4. FOLLOWING ARE FIRMS WHICH ARE KNOWN TO EMBOFF OR TO
AL QUEBEISI WHICH MAY BE INTERESTED. IF THIS LIST DOES
NOT PRODUCE INTERESTED FIRM PLS CONTACT OTHER SWITCHGEAR
MANUFACTURERS.

1. REDCO CONTROLS, INC.
1050 W. EWING ST.
SEATTLE, WASHINGTON 98119
TEL.: 206-284-5200

2. THE OFFSHORE COMPANY
BOX 2765
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HOUSTON, TELAS 77001
TEL.: 713-622-5670

3. FEDERAL PACIFIC ELECTRIC CO.
150 AVE. L.

NEWARK, N.J. 07101
TEL.: 201-589-7500

4. IDEAL ELECTRIC AND MFG. CO.
615 1ST STREET

MANSFIELD, OHIO 44903

TEL.: 419-522-3611

5. CONTROLLED POWER CORP.

S.E. WETMORE AT ERIE

MASSILLON, OHIO 44646

TEL.: 216-837-4681

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